

Propositions

attached to the thesis

Incentives at work

by

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1. When an imperfectly granular input-based performance measure is used initial contracts should be based on an extreme of the value distribution. (Chapter 1)
2. Managerial supervision is an imperfect complement to the use of objective performance measures. (Chapter 2)
3. Specialists have an edge in supervisory positions if objective performance measures are used as well. (Chapter 2)
4. Short-term team incentives do not necessarily induce a more efficient task assignment at the expense of alternative motives for task assignment. (Chapter 3)
5. Students do best when they set their own goals. (Chapter 4)
6. It would be highly suspect if every experimental intervention yielded significant effects.
7. If economics is the study of choice it could also be described as the study of beliefs.
8. Conservatism is a byproduct of having obtained a reputation.
9. The problem with theory is that internal validity is soon mistaken for external validity.
10. The most underrated aspect of decision making is the time and effort going into the decision making itself.
11. Hofstadters law (It always takes longer than you expect, even when you take into account Hofstadter's Law) is correct.